

Message Text

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PAGE 01 STATE 153803

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ORIGIN NEA-16

INFO OCT-01 ISO-00 AID-20 IGA-02 EB-11 L-03 AGR-20 XMB-07

CIAE-00 INR-11 NSAE-00 RSC-01 /092 R

DRAFTED BY NEA/PAB:MGJONES/NH

APPROVED BY NEA:LBLAINGEN

NEA/PAB:RAPECK

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R 162224Z JUL 74

FM SECSTATE WASHDC

TO AMEMBASSY ISLAMABAD

LIMITED OFFICIAL USE STATE 153803

E.O. 11652: N/A

TAGS: EAGR, ECON, PK

SUBJECT: ESSO FERTILIZER PRICE INCREASE

REF: ISLAMABAD 6236

ESSO CHEMICAL CO REP GEORGE LAWRENCE DISCUSSED WITH DEPTOF
JULY 16 FIRM'S FRUSTRATION AT CONTINUING GOP STALL ON 177
RUPEE/TON PRICE INCREASE FOR ITS FERTILIZER PRODUCED IN
PAKISTAN, DESPITE CLEAR CONTRACT STIPULATIONS AND ASSUR-
ANCES OF GOP OFFICIALS (REFTEL). HE SAID KAZI WAS NOW
RECONSIDERING FORCE MAJEUR CLAUSE TO AVOID INCREASE, EVEN
THOUGH LEGAL OPINIONS CLEARLY INVALIDATED THIS APPROACH.
CITING PRESS STORIES ABOUT AN IMPENDING VISIT BY SECRETARY
KISSINGER, LAWRENCE ASKED WHETHER THIS WOULD NOT BE AN
EXCELLENT TIME FOR A RENEWED APPROACH TO GOP--PARTICULARLY
SINCE PREVIOUS ESSO-GOP DISPUTE HAD BEEN SETTLED JUST
PRIOR TO BHUTTO'S 1973 WASHINGTON VISIT. TOLD THAT WE
WOULD COMMUNICATE HIS VIEWS TO EMBASSY, LAWRENCE SAID HE
WOULD ALSO TELEX ESSO REP CONNALLEE TO SUGGEST HE DISCUSS
NEW APPROACH TO GOP WITH EMBASSY. KISSINGER

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Message Attributes

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